

STATE OF THE AUTOMOTIVE AFTERMARKET, 2024

The Growth Pipeline™ Company Powering clients to a future shaped by growth

2023 AUTOMOTIVE AFTERMARKET KEY TRENDS

Automotive Aftermarket: Highlights in Trends, Global, 2023

1

Macro Trends
Influenced Automotive
Ownership and
Aftersales Spending



Hotspots: Global

2

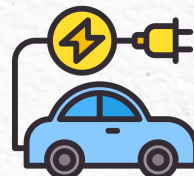
Return to Pre-
Pandemic Practices



Hotspots: Global

3

EVs continued to
Inspire Expansion



Hotspots: China, Europe

4

'Sustainability' in
focus for Market
Expansion



Hotspots: United States,
Europe

5

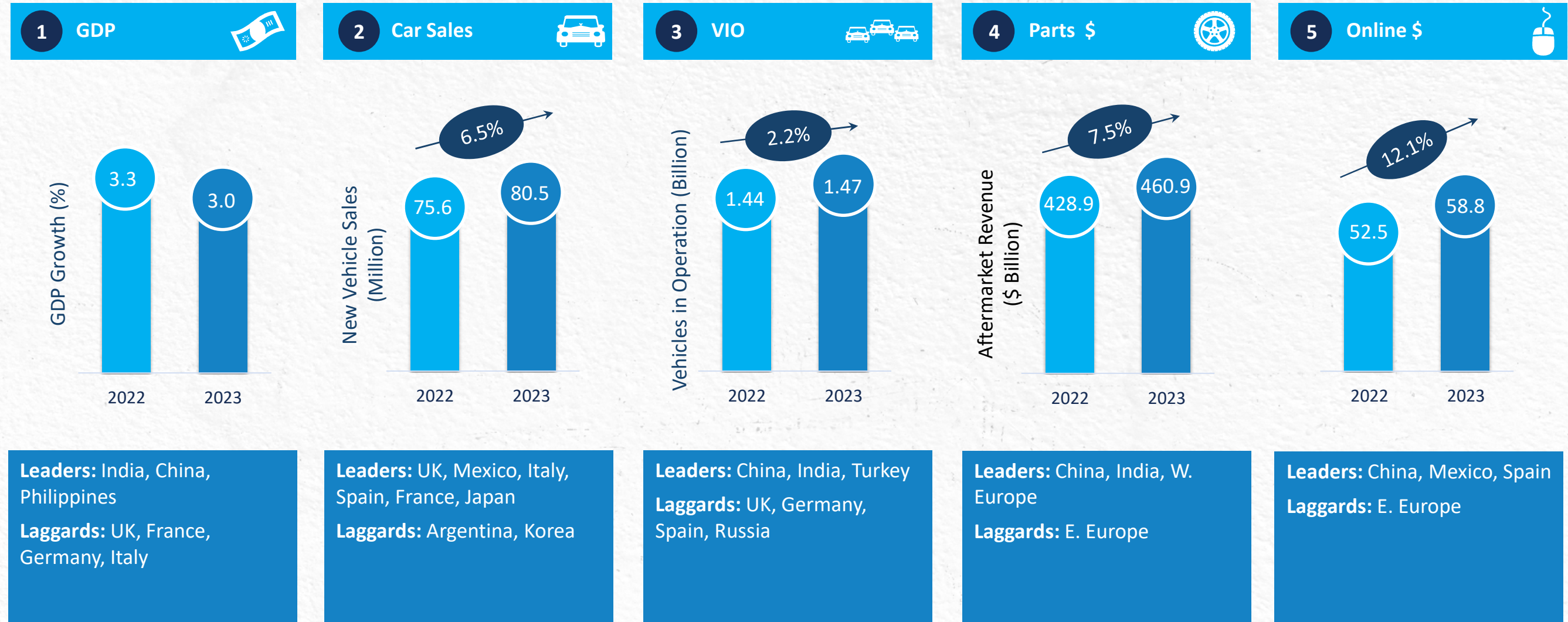
Technology
Adoption across the
Value Chain



Hotspots: Global

2023 GLOBAL AUTOMOTIVE AFTERMARKET PERFORMANCE

Automotive Aftermarket: Highlights in Numbers, Global, 2022–2023



3

VIO

Vehicles in Operation (Billion)

Year	Vehicles in Operation (Billion)	YoY Change
2022	1.44	
2023	1.47	2.2%

Leaders: China, India, Turkey

Laggards: UK, Germany, Spain, Russia

4

Parts \$

Aftermarket Revenue (\$ Billion)

Year	Aftermarket Revenue (\$ Billion)	YoY Change
2022	428.9	
2023	460.9	7.5%

Leaders: China, India, W. Europe

Laggards: E. Europe

5

Online \$

Online Revenue (\$ Billion)

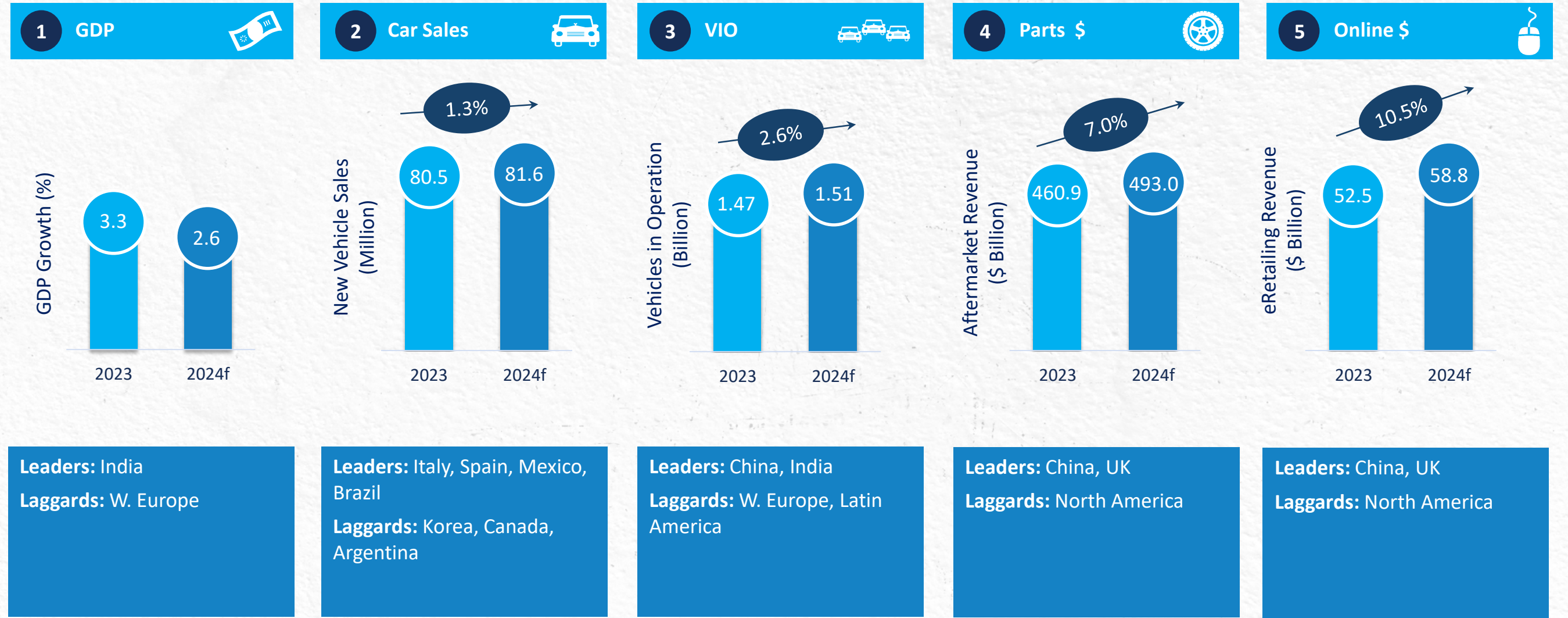
Year	Online Revenue (\$ Billion)	YoY Change
2022	52.5	
2023	58.8	12.1%

Leaders: China, Mexico, Spain

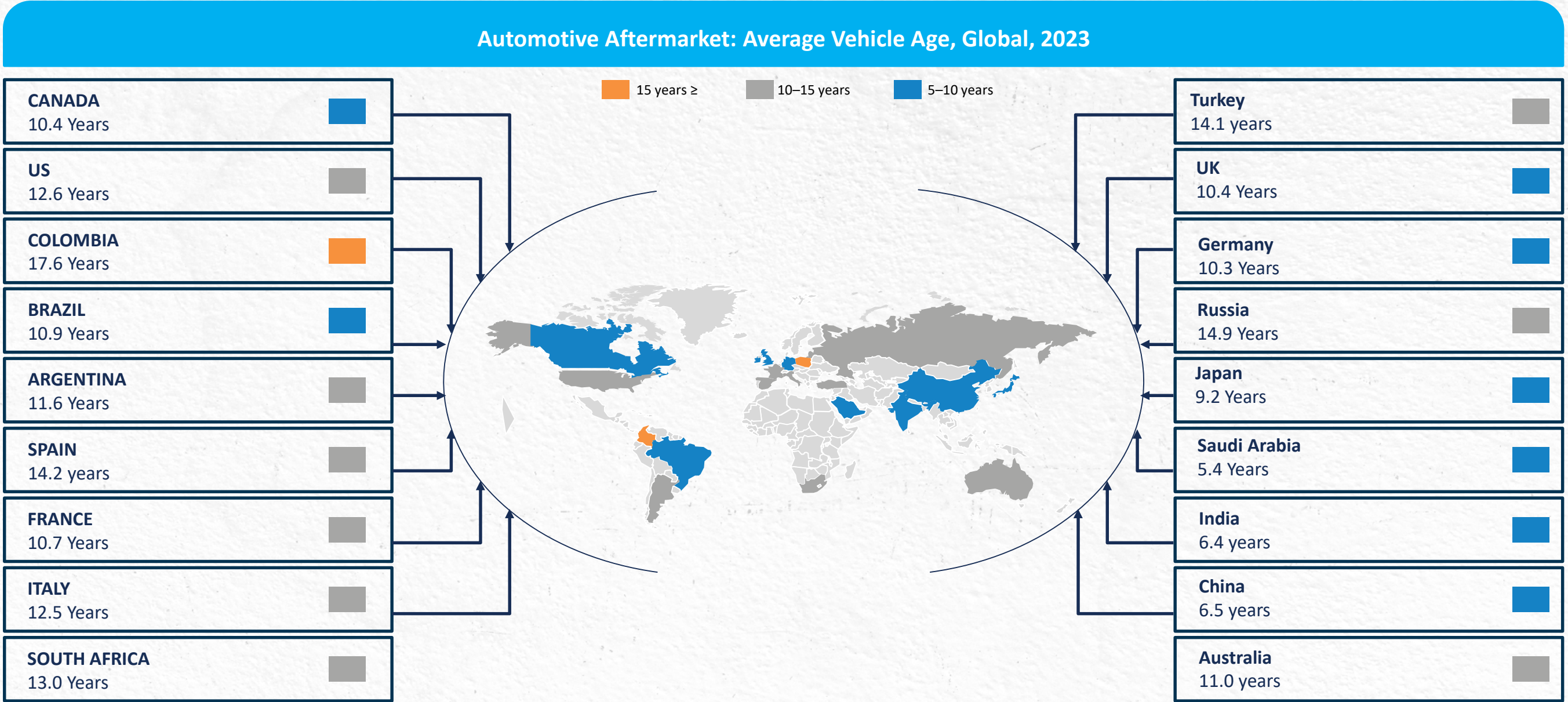
Laggards: E. Europe

2024 AUTOMOTIVE AFTERMARKET OUTLOOK

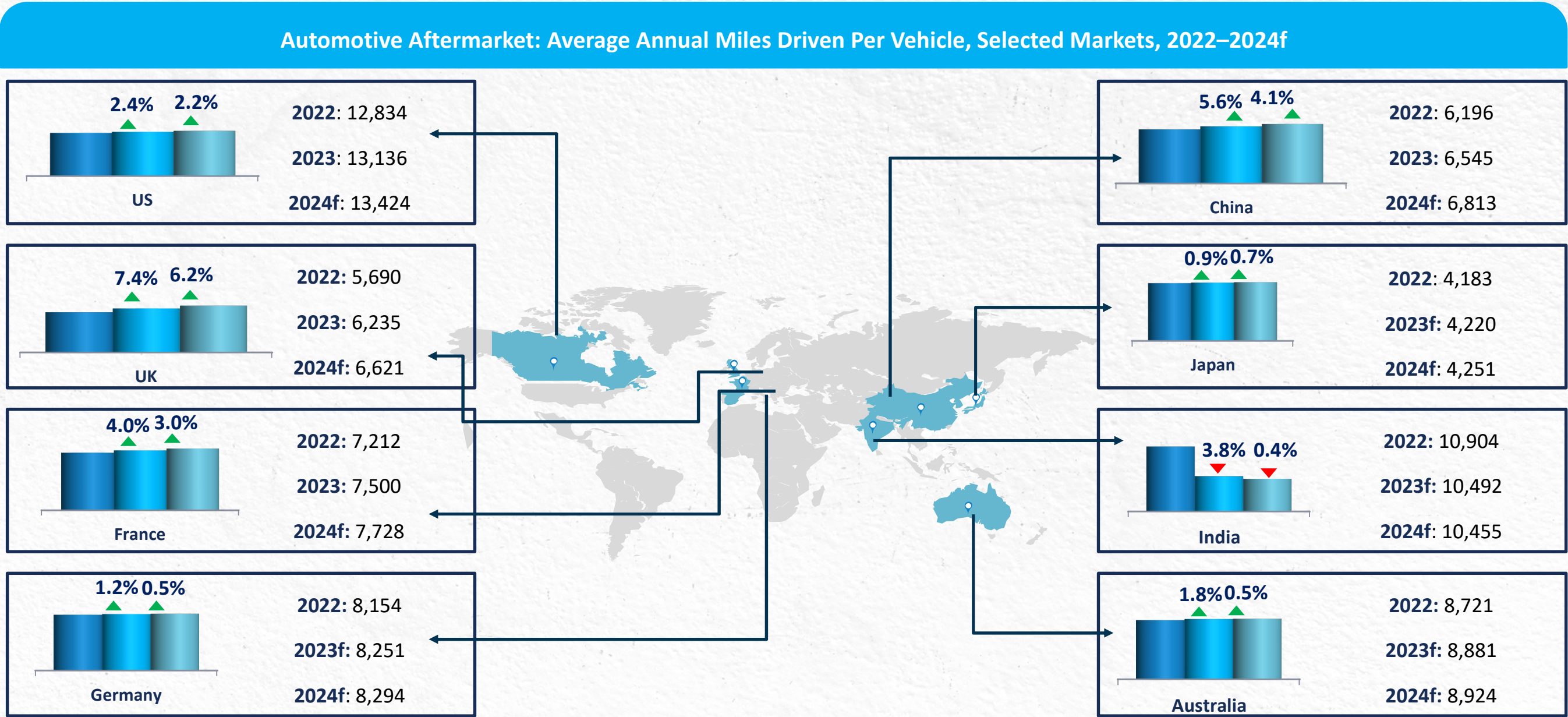
Automotive Aftermarket: Predictions in Numbers, Global, 2023-2024



EVOLVING AVERAGE VEHICLE AGE CONTINUES TO INCREASE POSITIVELY FOR THE INDEPENDENT AFTERMARKET



WHILE AVERAGE ANNUAL MILES TRAVELLED ARE PICKING UP, EVOLVING VEHICLE USAGE BEHAVIOUR IS KEY TO TARGETING DOWNSTREAM SERVICES



DIGITIZATION ACROSS THE CUSTOMER JOURNEY IN AFTERMARKET – PARTS AND SERVICES



AUTONOMOUS VEHICLES

30-40% of vehicle parc globally to have ADAS/Autonomous capabilities by 2030



Up to **15%-20%** reduction in collision repair business by 2030

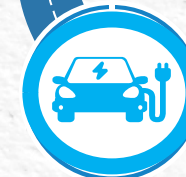


Penetration of ADAS equipped vehicles to cross 75% in Germany by 2030

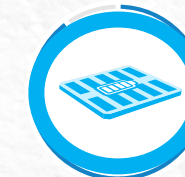


ELECTRIC VEHICLES

190-200 mn EVs in global car parc by 2030

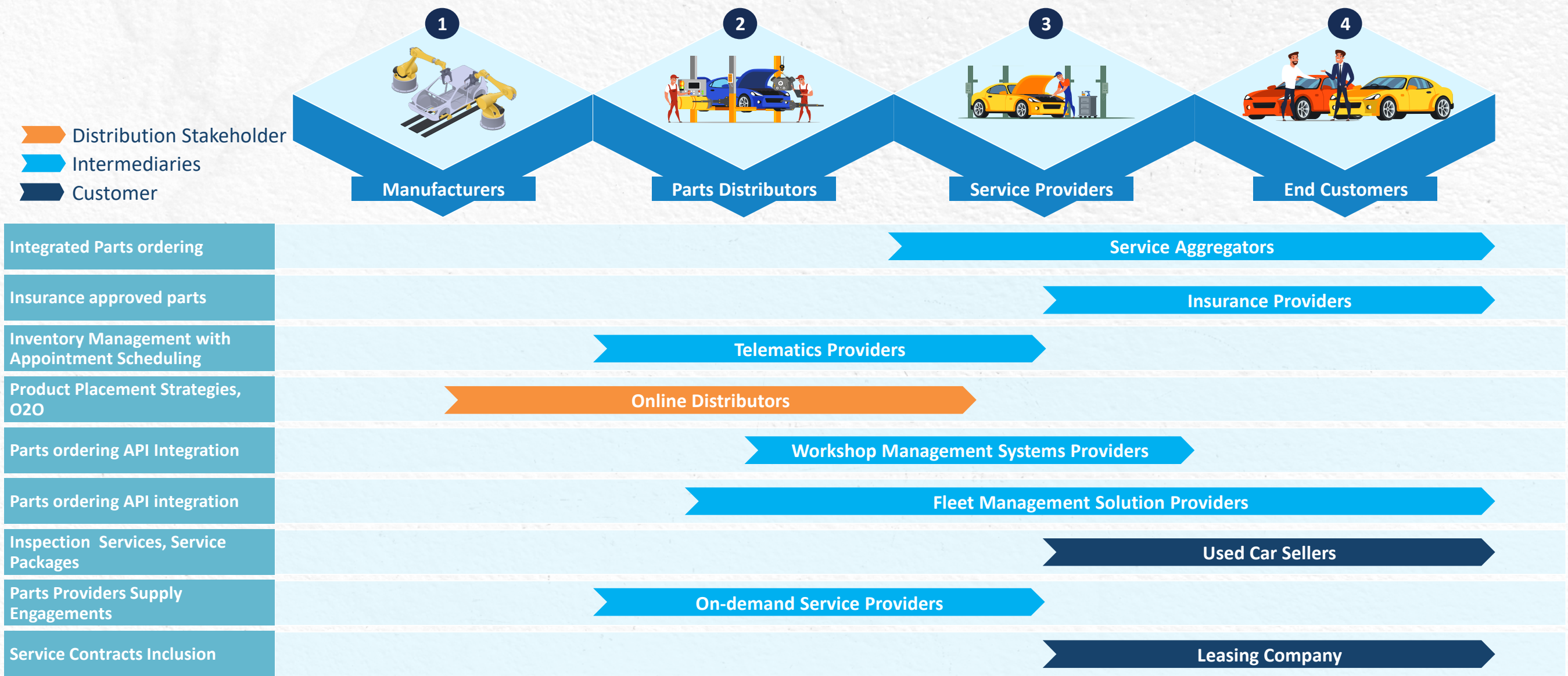


~90% reduction in number of moving parts; opportunity from electronics, e-components and EV specific services- batteries



38% of VIO will be xEV VIO in Germany by end of 2030

ENTRY OF NEW MARKET ENTRANTS AND THEIR INFLUENCE ON SPARE PARTS AND SERVICE ORDERING



OEM EXPANSION INTO INDEPENDENT WORKSHOP SERVICES



Omnicraft, Tesla		Motrio, Eurorepar		M&M	BYD, NIO
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Digital Retail & Omni-channel Strategy

Maintenance Offerings

Financial Contracts & Credit Services

Commercial Account Services & Used Car Programs

Value Line Offerings

Loyalty Programs & Subscription Services

Connected. Autonomous. Shared. Electric. (CASE)



Contact Us

Kamal Shah

Associate Partner and Head of DACH Region

Email : kamal.shah@frost.com

Anuj Monga

Research Director

Head of Mobility Aftermarket &
Digital Retail Research

Email : anuj.monga@frost.com

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